A8140-1

PAPER MERCHANT SALES REPORT - NPTA - May 1991

Regions	Sales Per Selling Day Changes 05/91 to 05/90	05/91 to 04/91	YTD 1991 to 1990	Month End AR Days 05/90	05/91	Inventory Days (End) 05/90	05/91
INDUSTRIAL							
Region 1	1.6	3.4	6.2	40	39	57	59
Region 2	3.1-	4.0	2.6-	39	37	63	52
Region 3	.8-	4.8	2.2-	38	37	59	56
Region 4	1.8-	3.8-	2.7-	38	37	51	52
Region 5	3.7	7.8	1.0	34	35	55	51
Region 6	6.7-	1.4	8.3-	41	42	71	61
Region 7	4.5	1.0	7.1	34	33	58	57
Region 8	2.9-	10.3	.6-	36	35	54	55
Region 9	.3-	1.4	2.3-	36	38	49	42
NY Metro	12.6	5.0	7.7	47	48	30	**
CHI. Metro	.2-	10.4	3.3-	38	39	65	47
LA Metro	1.4-	1.8	.3-	44	41	62	56
US	**.9-**	**3.1**	**1.1-**	**38**	**37**	**57**	**53**
PRINTING							
Region 1	.9	5.1	7.5-	43	45	47	45
Region 2	2.6-	.3-	3.3-	44	44	62	57
Region 3	3.4-	7.3-	1.6-	40	39	75	66
Region 4	7.5-	3.5-	3.8-	43	42	63	56
Region 5	5.8-	.1	3.7-	35	37	69	72
Region 6	4.8-	8.4-	1.6-	41	40	73	70
Region 7	2.3-	.3	1.6-	37	38	62	55
Region 8	9.6-	9.0-	3.3-	38	38	68	60
Region 9	.4-	6.4-	2.8	37	36	58	52
NY Metro	6.6-	1.5-	7.4-	40	40	61	49
CHI. Metro	7.8-	5.5-	4.0-	42	41	63	65
LA Metro	2.9-	5.3	2.2-	39	39	81	79
US	**5.0-**	**3.3-**	**3.4-**	**40**	**40**	**67**	**63**

MAY SALES CHANGES. PRINTING sales show a decrease for the fourth month in a row. Region 8 had the greatest May decrease & Region 1 shows the greatest YTD decrease. INDUSTRIAL sales also show a fourth monthly decrease. Region 6 shows the greatest decrease.
DAYS OUTSTANDING for May show minimal changes from the previous year or from April. INVENTORY DAYS are lower than in April and lower than in 1990.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
* 2: DE, DC, MD, NJ, NY, & PA
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
* 6: AZ, CA, HI, NM, NV, & UT
7: AR, LA, MS, OK, & TX (& W. Tenn)
* 8: IL, IN, MO, & WI
9: AK, ID, OR, & WA
* - Excluding Metro areas below

NY Metro: New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino